



SUPPLEMENT TO MONTHLY SURVEY OF LIFE INSURANCE SALES IN CANADA

Canadian Ordinary Sales
Revised through September 1986

	Annualized premium (000)			Face amount (000)			Number of policies		
	1985	1986	Ratio 1986/ 1985	1985	1986	Ratio 1986/ 1985	1985	1986	Ratio 1986/ 1985
January	\$ 27,817	\$ 30,042	108%	\$ 4,044,830	\$ 4,091,733	101%	59,220	57,774	98%
February	33,426	37,307	112	4,603,291	5,054,961	110	75,703	74,431	98
March	36,664	39,601	108	5,015,759	5,459,895	109	81,506	78,153	96
April	35,665	41,329	116	4,965,571	5,852,957	118	77,407	83,221	108
May	41,026	42,962	105	5,664,168	5,974,461	105	88,784	85,955	97
June	38,765	44,966	116	5,303,086	5,842,630	110	80,739	85,138	105
July	35,401	38,824	110	4,731,941	5,285,735	112	72,082	74,335	103
August	32,299	33,945	105	4,461,937	4,590,525	103	66,061	65,192	99
September	35,574	40,749	115	5,014,496	5,589,821	111	77,358	80,927	105
October	44,420			5,966,034			93,286		
November	47,340			6,045,975			91,242		
December	44,069			5,617,898			76,844		
Year total	\$452,456			\$61,434,986			940,232		
Year to date	\$316,637	\$349,725	110%	\$43,805,079	\$47,742,718	109%	678,860	685,126	101%

Canadian Group Sales
Revised through September 1986

	Annualized premium (000)			Face amount (000)		
	1985	1986	Ratio 1986/ 1985	1985	1986	Ratio 1986/ 1985
January	\$ 2,245	\$ 2,568	114%	\$ 1,664,339	\$ 861,349	52%
February	2,177	4,265	196	951,779	2,676,061	281
March	3,468	4,060	117	1,706,928	1,997,672	117
April	2,786	3,565	128	1,210,650	1,555,662	128
May	4,348	3,050	70	1,170,748	1,193,102	102
September	4,985	6,786	136	2,295,418	3,300,980	144
July	3,560	7,423	209	1,524,320	2,379,851	156
August	2,815	4,928	175	1,242,032	1,842,736	148
September	4,362	5,233	120	1,967,238	2,236,479	114
October	3,222			1,941,277		
November	2,818			1,492,898		
December	11,526			4,186,601		
Year total	\$48,312			\$21,354,228		
Year to date	\$30,746	\$41,878	136%	\$13,733,452	\$18,043,892	131%